



The Future of Business
A Virtual Event Series for AAPI Entrepreneurs and Business Leaders
Friday, October 16, 2020 – 2:00pm EDT to 3:00pm EDT
Minority Business Development Agency (MBDA)

The White House Initiative on Asian Americans and Pacific Islanders (WHIAAPI) invites you to participate in The Future of Business Virtual Series with the Minority Business Development Agency (MBDA). Topics that will be discussed include COVID-19 response initiatives, entrepreneurial network expansion, digitalization and e-commerce.

AGENDA

Welcome Remarks by WHIAAPI

WHIAAPI Executive Director, Tina Wei Smith

Introduction of Keynote Speaker

Marco Cuesta, Senior Advisor, MBDA

MBDA Keynote Remarks

National Director David Byrd, MBDA

MBDA National Director Question & Answer with Participants

WHIAAPI Executive Director, Tina Wei Smith

Presentations by MBDA Business Centers

Tools, Resources, & Opportunities for Minority Owned Businesses

- **Marco Cuesta**, Senior Advisor of MBDA (moderator)
- **Dana Hauanio**, Director of Honolulu MBDA Business Center
- **Maye Saephanh**, Director of MBDA Export Center
- **Tony Tang**, Program Director of San Jose MBDA Business Center

Presentations by Innovation Hub Centers

Tools, Resources, & Opportunities for Minority Owned Businesses

- **Marco Cuesta**, Senior Advisor of MBDA (moderator)
- **Donna M. Ennis, C.P.F.**, Project Director of the SE MBDA Inner City Innovation Hub
- **Dr. Christine Galib**, Senior Program Director of Rice University Innovation Hub

SELECTED SPEAKER BIOGRAPHIES



David J. Byrd
National Director
Minority Business Development Agency

David J. Byrd was appointed as the National Director of the U.S. Department of Commerce, Minority Business Development Agency (MBDA) on June 15, 2020. Mr. Byrd is the 18th National Director of the agency. In his role he oversees the development and implementation of Agency initiatives, policy agenda, and federal grant programs.

Mr. Byrd joined MBDA as the National Deputy Director in October 2019 after serving as the Deputy Assistant Secretary, Office of Policy Development, at the U.S. Department of Housing and Urban Development (HUD). Prior to accepting the fourth presidential appointment of his career at MBDA, Mr. Byrd worked on President Trump’s Transition Team as a “talent scout” for executive appointments and on the HUD Agency Action Team, organizing the blueprint for HUD policy and personnel infrastructure.

His more than 28 years of dedicated public service at the county, state, and federal levels, has included executive level positions in government operations, administration, and economic development. He has served as Deputy Chief Administrative Officer for Prince George’s County, MD; Chief of Staff to the Lieutenant Governor of Maryland; and Associate Commissioner for External Affairs at the Social Security Administration.

Before his various leadership positions in the federal government and the state of Maryland, Mr. Byrd spent seven years in New Jersey state government focusing primarily on economic development. As the Director of the Office of Small Business, Mr. Byrd achieved a historic milestone working with state procurement officers to surpass the \$1 billion mark in small business contracting. Additionally, he led trade missions to South Africa, Namibia, and Ethiopia securing more than \$400 million in contract awards for New Jersey businesses.

Mr. Byrd is also an experienced entrepreneur and certified life coach. In 2003, he founded Byrd’s Eye, LLC, a consulting firm that offered government relations, political consulting, executive and life skills coaching services to a wide variety of clients. Mr. Byrd used his skills as a life coach to work with homeless families and individuals and incarcerated youth in the Washington, DC metropolitan area.

Throughout his career, Mr. Byrd has received designations, awards, and accolades and is proud to say that public service is a “Byrd family tradition”.

Mr. Byrd was born in East Orange, NJ, and grew up in Jackson Township, NJ. He completed his bachelor’s degree in English at Ohio Wesleyan University and completed his master’s degree in

corporate public relations at Rowan University (formerly known as Glassboro State College). He currently resides in Maryland with his wife, Jacquie.



Marco Cuesta
Senior Advisor
Minority Business Development Agency

Mr. Cuesta was appointed Senior Advisor to the National Director of the U.S. Department of Commerce’s Minority Business Development Agency on August 3rd, 2020. He assists the National Director with the development and implementation of agency initiatives, policy agenda and federal grant programs. Throughout his career, he founded and successfully exited several fintech and esports companies, where he held management positions overseeing business development, finance and operations. Mr. Cuesta also formed a hedge fund,

was an angel investor for startups and was able to raise millions in debt and equity for his real estate investment company.

Mr. Cuesta serves his community by mentoring fellow entrepreneurs, including helping them to identify educational resources, funding and strategic opportunities.

He is a graduate of Boston University’s Questrom School of Business, where he received a BSBA with concentrations in finance and entrepreneurship. Mr. Cuesta received an ACAMS certification for counter-terrorist financing and anti-money laundering to promote financial integrity.



Dana O. Hauanio
Director
Honolulu MBDA Business Center

Dana O. Hauanio, EdD is Director of the MBDA Business Center Honolulu (MBCH), located at the University of Hawai`i at Manoa. At the Center, which is under a cooperative agreement by the U.S. Department of Commerce, Dana manages a team of business consultants that provide technical assistance to minority business enterprises in the local community. During her tenure, MBCH has assisted over 1000 MBES in providing almost \$2 billion dollars of economic activity. During her tenure, the MBDA Business Center Honolulu has received the U.S.

Department of Commerce’s MBDA Century Award for outstanding Center performance for the last eight years.

Prior to MBCH, Dana spent six years at the Native Hawaiian Revolving Loan Fund (NHRLF) Program funded by U.S. Administration for Native Americans and the Office of Hawaiian Affairs. As the NHRLF Manager, Hauanio managed a \$28 million lending and training program for Native Hawaiian owned businesses unable to secure conventional financing through traditional lending sources. Dana co-founded the Office of Hawaiian Affairs (OHA) Consumer Micro-Loan Program (CMLP) to provide low-cost loans to Native Hawaiians who are experiencing temporary financial hardship due to unforeseen events, or who wish to enhance their careers. Hauanio started her professional career in 1995 as a commercial credit management trainee with the Bank of Hawai'i. Dana relocated to San Francisco in 1998 to work as a Senior Commercial Underwriter, specializing in capitalization of mid-sized regional corporations. In 2000, Dana was promoted to Small Business Banking Manager, focusing on banking services to small business clients in the Northern California marketplace.

Dr. Hauanio, a native of Hawai'i, consults entrepreneurs looking to expand their current operations. Her involvement in business technical assistance community and her longstanding interpersonal relationships have created business growth and job creation and retention for many minority-owned businesses (MBEs) throughout her career. Dana served on various boards and councils focused on business and entrepreneurship including the Native Hawaiian Chamber of Commerce, Hale Ku'ai Cooperative, Chamber of Commerce Hawai'i Affiliated Chambers and Business Organization Committee, and the Native Hawaiian Hospitality Association's Council of Hawaiian Representatives. Currently, Dr. Hauanio also serves on the grant committee for the Office of Hawaiian Affairs in education and economic self-sufficiency.

In 2012, Dana was awarded the U.S. Small Business Administration Small Business Advocate Award. This award honors outstanding small business advocates who best illustrate the important contributions of small business to the local economy. Hauanio has been a consistent U.S. SBA Hawai'i District Office Holomua Award winner for the last five years. Dr. Hauanio holds a CFEI certification with the National Financial Educators Council, EDFP certification with the National Development Counsel, and Verification Counselor for the U.S. Veterans Administration. In 2019, Dr. Hauanio completed the Black belt six sigma certification program.

Hauanio earned her B.B.A with a double major in Finance and International Business at the University of Hawai'i at Manoa and her M.B.A at Hawai'i Pacific University. In 2008, she completed The Tuck Executive Education Program at Dartmouth for the U.S. Department of Commerce. In 2017, Dr. Hauanio completed her doctorate at the University of Southern California with a focus on Higher Education in Urban Settings.



Maye Saephanh
Director
MBDA Export Center

Maye Saephanh builds strategic relationships and partnerships with private and public organizations across local, regional and international sectors to support the growth and success of Minority Business Enterprises (MBEs) and Disadvantage Business Enterprises (DBEs).

As the Director of the Sacramento MBDA Export Center, she brings over a decade of experience in leading programs for government and international development organizations in Africa, Asia, the Caribbean, and the Middle East. She has managed multi-million-dollar programs for organizations like

World Vision, Food for the Hungry, and the U.S. Agency for International Development in support of economic development for disadvantaged and under-served communities. One of her career highlights include working with U.S. federal agencies to launch the first international trade export out of Kandahar, Afghanistan in 30 years since the onset of conflict. Maye holds a B.A. degree from the University of California at Santa Barbara and a M.A. from Columbia University.



Tony Tang
Program Director
San Jose MBDA Business Center

Tony Tang is the Project Director for the San Jose Minority Business Development Agency. The MBDA is a technical assistance business center that promotes the growth of small, local, and minority owned businesses. In the 5 years with the agency Tony has facilitated over \$500 Million in access to contracts and \$300 million in access to capital. Prior to joining the agency Tony spent 10 years in Retail/Commercial Banking and that is where he found his love for small businesses. With the knowledge he gained from his work and college education he was able to impact many MBE's.



Donna M. Ennis, C.P.F.
Project Director
SE MBDA Inner City Innovation Hub

Donna M. Ennis, C.P.F. is the project director and operator representative for the Atlanta MBDA Business & Advanced Manufacturing Centers and the SE MBDA Inner City Innovation Hub at Georgia Tech's Enterprise Innovation Institute. A Certified Professional Facilitator, Donna is responsible for the strategic direction, marketing, outreach, and operations for the Centers and the Innovation Hub and aids companies in strategic, business and market planning; private and public procurement, finance, operations and business process improvement. Under her leadership, the Centers have assisted companies in generating over \$3.5

billion in contracts, financing, and sales; creating or retaining more than 6,000 jobs; and launching the MBDA Advanced Manufacturing Center. Donna spearheaded the establishment of the annual National MBE Manufacturers Summit to bring minority business enterprise (MBE) manufacturers together for partnerships with corporations and other suppliers.

Donna is known for her thought leadership and passion for developing MBEs. She has been at the forefront of helping MBEs learn and understand the role that technology plays in scaling businesses and has launched her *Technology Enabled, Technology Owned* platform. Ms. Ennis established the NEXTECH 2020 initiative for MBEs to bring technology solutions to federal agencies and corporations. She also launched the Healthcare Expert Alliance Round Table (HEART) for MBEs from all industries (IT, construction, Manufacturing, technology, professional services) to connect with leaders in healthcare for opportunities, knowledge about trends, and relationship building. Ms. Ennis played a key role in MBDA's five-city InVision Tour initiative for technology transfer, serving as a speaker and partner in the development of the program.

Donna received her Master of Public Administration from Georgia State University and a B.S. in communications from Boston University. She is a graduate of the Leading Women @ Georgia Tech program, is one of Georgia Tech's *Faces of Inclusive Excellence*, an awardee of the Georgia Tech *Women Out Front* program, has been named one of *Atlanta's Top 100 Black Women of Influence* by the Atlanta Business League and has been listed in the 2019 edition of *Who's Who in Black America*. Donna is on the Board of Directors of the Healthcare Supplier Diversity Alliance (HSDA) and the Board of Advisors of Enhanced Capital and the Georgia Hispanic Contractors Association. She is a mentor for Emory University's Start: ME business accelerator and Georgia Tech's MentorTech program. Donna is the CEO of Facilitated Solutions USA which identifies and implements solutions, resources and expertise for companies and individuals.



Dr. Christine Galib
Senior Project Director
Rice University Innovation Hub

Dr. Christine Galib serves as the Senior Director of Programs at The Ion. In this role, she oversees the development and execution of programs at The Ion, including The Ion's Accelerator Programs, Workforce Development Programs, Academic Programs, and Community Education Programs.

She also directs The Ion Smart and Resilient Cities Accelerator, which supports selected startups as they develop and deploy technology that connects ideas, people, and communities in Houston. Backed by the Mayor's Office, the City of Houston,

Microsoft, Intel, and TX/RX, the Accelerator launched its first cohort in September 2019 and second cohort in April 2020.

Christine is the founder of Plan My Plate, which offers leadership, management, creativity, innovation, and wellness consulting. A Teach for America alumna with experience in investment management, pre-medical studies, and educational consulting, Christine holds her bachelor's from Princeton University, master's from the University of Pennsylvania, and doctorate from Drexel University. Her speaking, writing, and research interests include entrepreneurial mindset development, creativity, innovation, leadership, mindfulness, wellness, and apologetics. A Northeast native, Christine wasn't born in Texas, but she got here as fast as she could!